



PRIVATIZATION OF ARMY LODGING INITIATIVE PAL

INDUSTRY FORUM - GROUP A

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ACQUISITION PROCESS

- **Advertise in Army Single Face to Industry (ASFI) (15 days) - also know as FedBizOps. Site contains information on project and process.**
<https://acquisition.army.mil/asfi/>
- **Issue Request for Qualifications (RFQ) which includes submittal request for both Minimum Experience Requirements (MERs) and Step 1 Statement of Qualification (SOQ)**

ACQUISITION PROCESS

- **MERs used for initial down-select**
 - **Development Experience**
 - \$100M in past 10 years
 - **Hotel Management Experience**
 - Management of a geographically diverse portfolio
 - **Financial Capability**
 - Submittal of financial data for period 1999-2003

ACQUISITION PROCESS

- **Determine competitive range based on evaluation of written SOQs submitted on five (5) general factors**
- **Conduct oral presentations on total project (eight installations) with firms who are deemed to be in the competitive range**
- **Award Lodging Development Management Plan (LDMP) contract to best value offeror for Group A project**

STREAMLINED PROCUREMENT

MER EVALUATION

Offerors

A
B
C
D
E
F
G
H
I
J
K
L

Successful Offerors

A
B
C
D
F
G
H
I

MER FACTORS

1. Development Experience
2. Hotel Management Experience
3. Financial Capability

REVIEW SOQ FOR STEP
1 DETERMINATION OF
COMPETITIVE RANGE

DEBRIEF- Unsuccessful Offerors

STREAMLINED PROCUREMENT

Step 1 -- Competitive Range

Bidders

A
B
C
D
F
G
H
I

Bidders Who Make
Competitive Range

A
B
D
F
H
I

Step 1
Evaluation
Factors (5)

STEP 1 -- 5 FACTORS

- 1 -- Experience
- 2 -- Financial Capability
- 3 -- Organizational Capability (Corporate)
- 4 -- Past Performance
- 5 -- Small Business (Past Use)

Step 2 -- Select Partners from Range



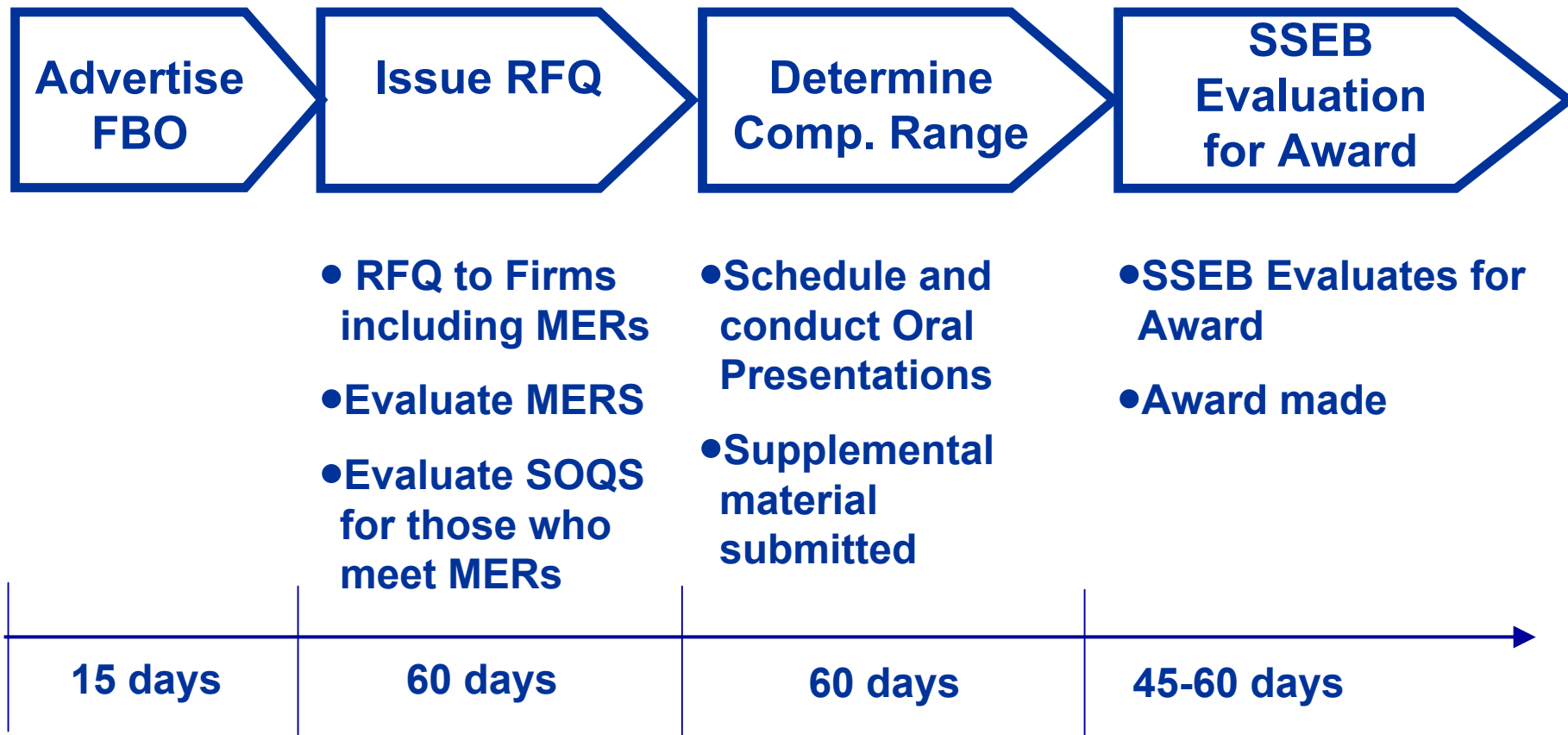
<u>Bidders</u>	<u>Winner</u>
A, B, D, I	A

Step 2 Evaluation Factors (4)
In order of descending
importance

STEP 2 -- 4 FACTORS

- 1 -- Financial Return
- 2 -- Preliminary Concept
- 3 -- Organizational Capability (Project)
- 4 -- Small Business (Proposed Use)

PAL ACQUISITION PROCESS



Acquisition Highlights

- **Read the RFQ carefully. Everything is there.**
- **If we ask for it provide it...IN DETAIL**
- **If you are unsure - contact the Contract Specialist first.**
- **You will be held to due dates. Late material will not be evaluated.**
- **The only evaluation factors the SSEB will consider are those listed in the RFQ. Believe it.**
- **Factors are listed in descending order of importance - but all are important. Believe that also.**
- **You must respond to the MERs/SOQs issued in the FBO to be considered for further evaluation.**

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